

A photograph of a modern industrial building with large glass windows and a brick base. The Edale logo is visible on the wall. The image is overlaid with a blue tint and white text.

# edale



INNOVATE NOT COMPLICATE

10th November 2022

**Darren Pickford**  
Sales Director

**BPIF Cartons**  
Networking Event





# WE ARE ENGINEERS OF WORLD-CLASS PRINTING AND CONVERTING SOLUTIONS FOR THE PACKING INDUSTRY

**WORLD-CLASS TECHNOLOGY, ENDLESS VERSATILITY.**

We design and engineer tailor-made presses for print professionals, designed to excel in every environment, engineered to last.

**This has been our mission for over 75 years – We are Edale.**







INTRODUCING

## DARREN PICKFORD

SALES DIRECTOR

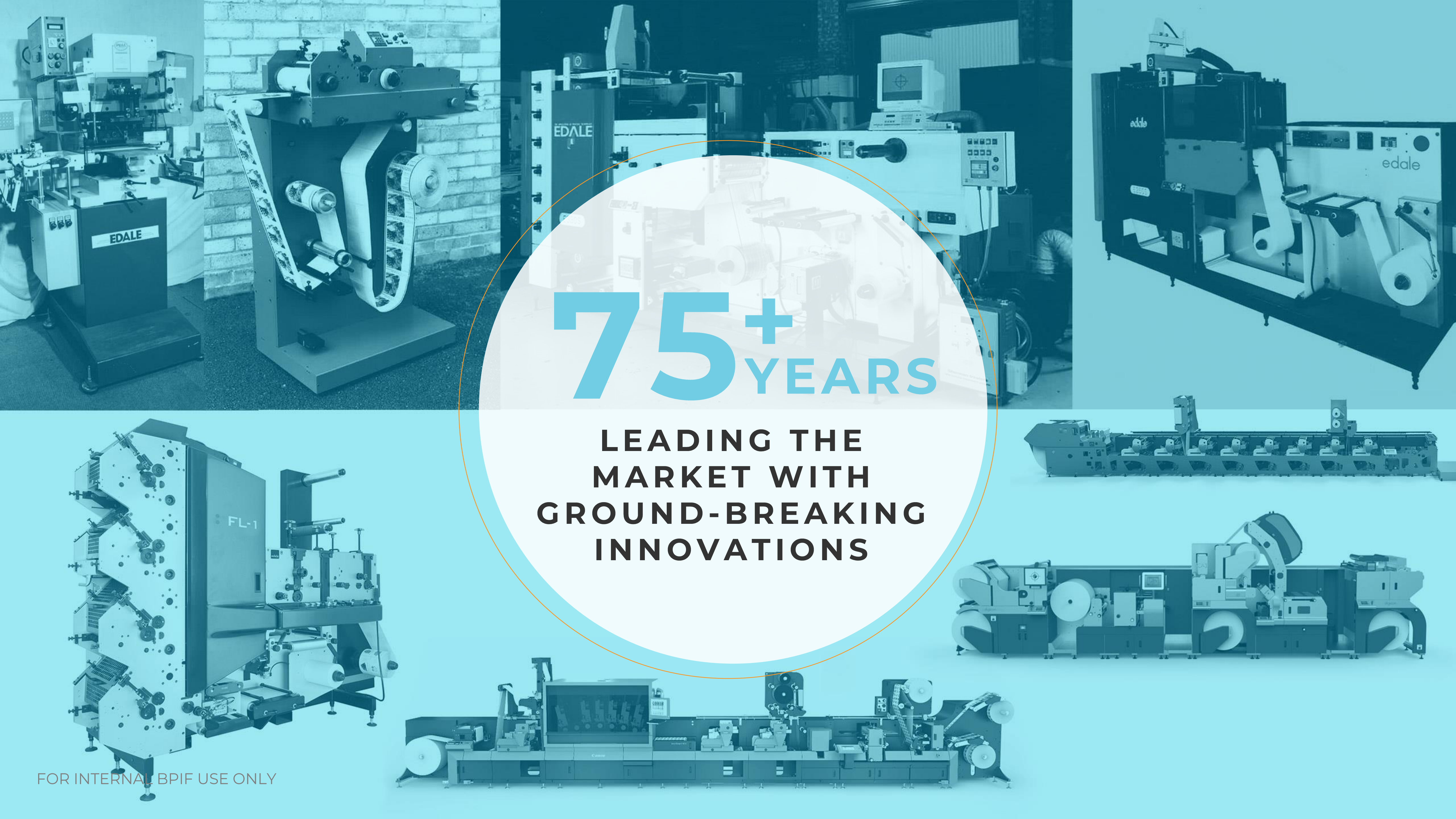
I joined Edale in 2016 and after taking a short break in 2020 I returned to Edale as Sales Director. I am an apprentice trained engineer who studied electrical and electronic engineering.

My background spans over 30 years, where I have been involved with packaging machinery and have a broad knowledge of many different applications, both from an end-user and material manufacture perspective.

I have been married for 30 years and live in Penkridge in Stafford. When I am not working, I enjoy travelling and cooking.







75+ YEARS

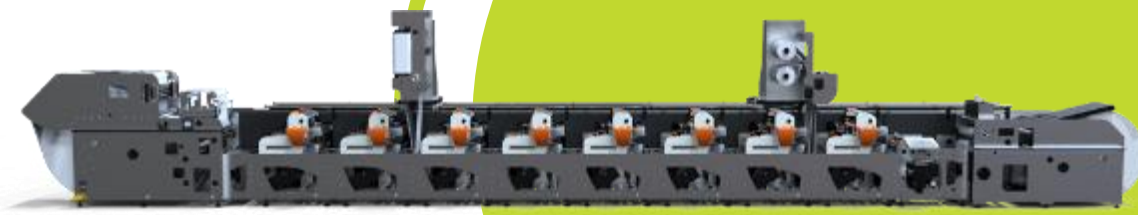
LEADING THE  
MARKET WITH  
GROUND-BREAKING  
INNOVATIONS

FOR INTERNAL BPIF USE ONLY



WE ARE EDALE

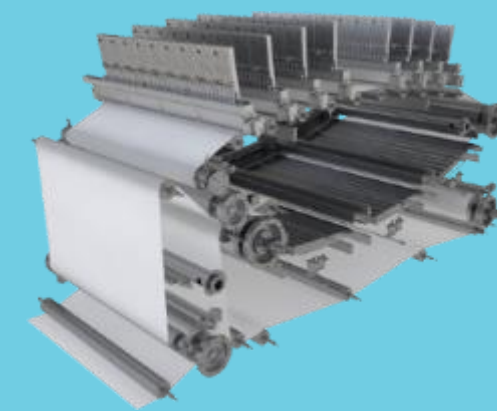
# WHAT WE DO



**CARTON  
PRESSES**



**FINISHING &  
CONVERTING**



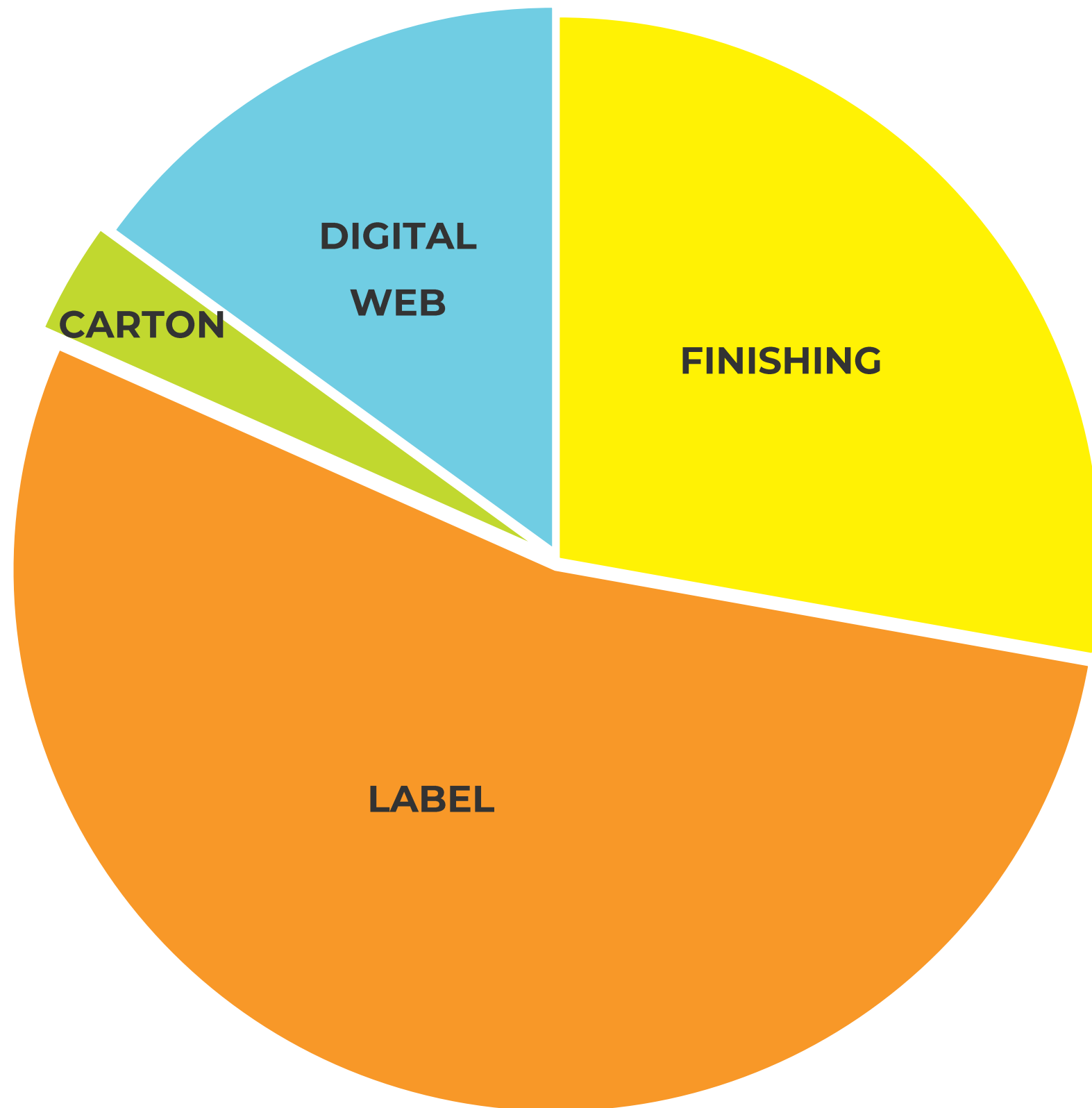
**DIGITAL  
WEB**



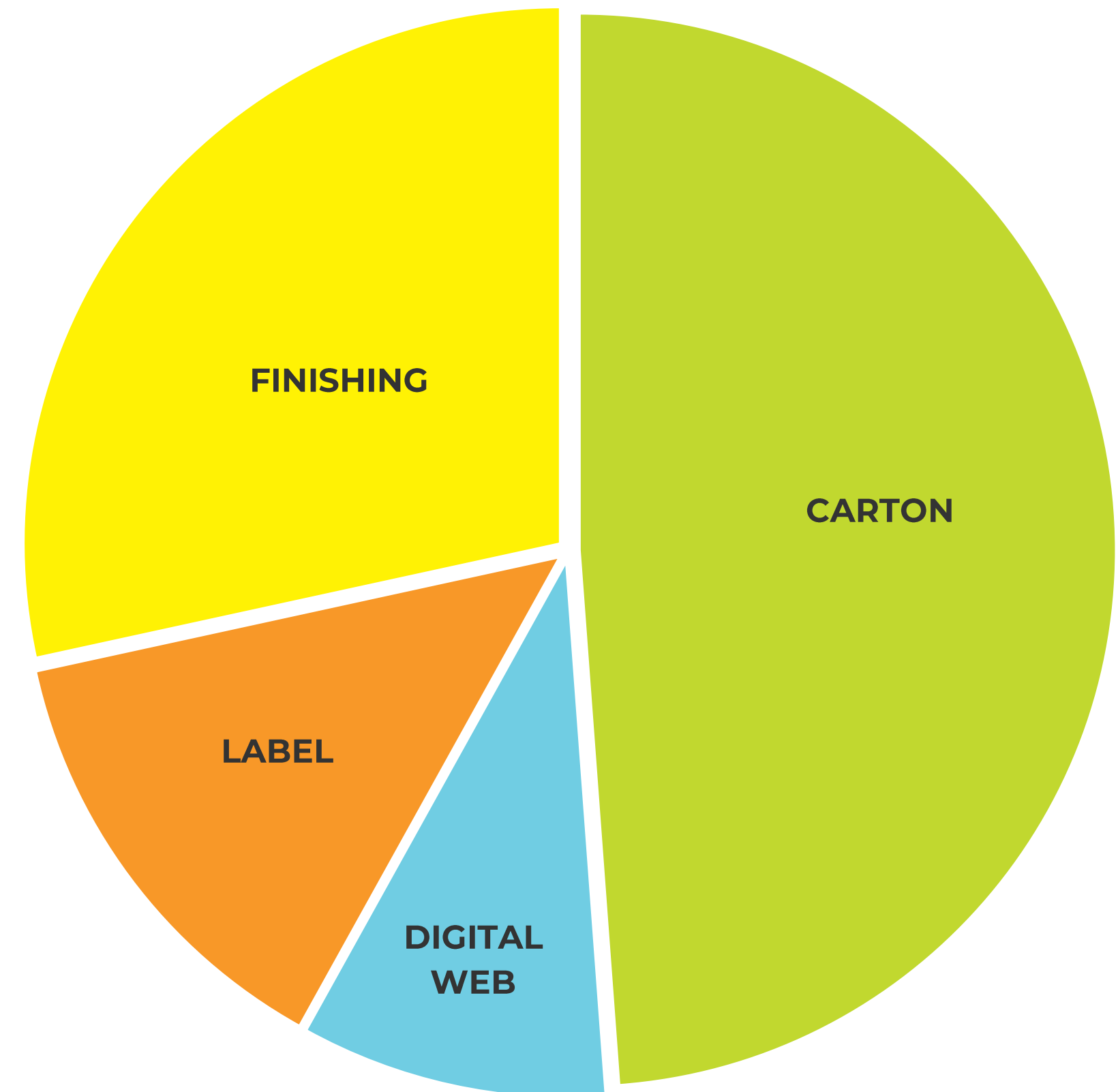
**LABEL  
PRESSES**

# MARKET SEGMENTS

2019

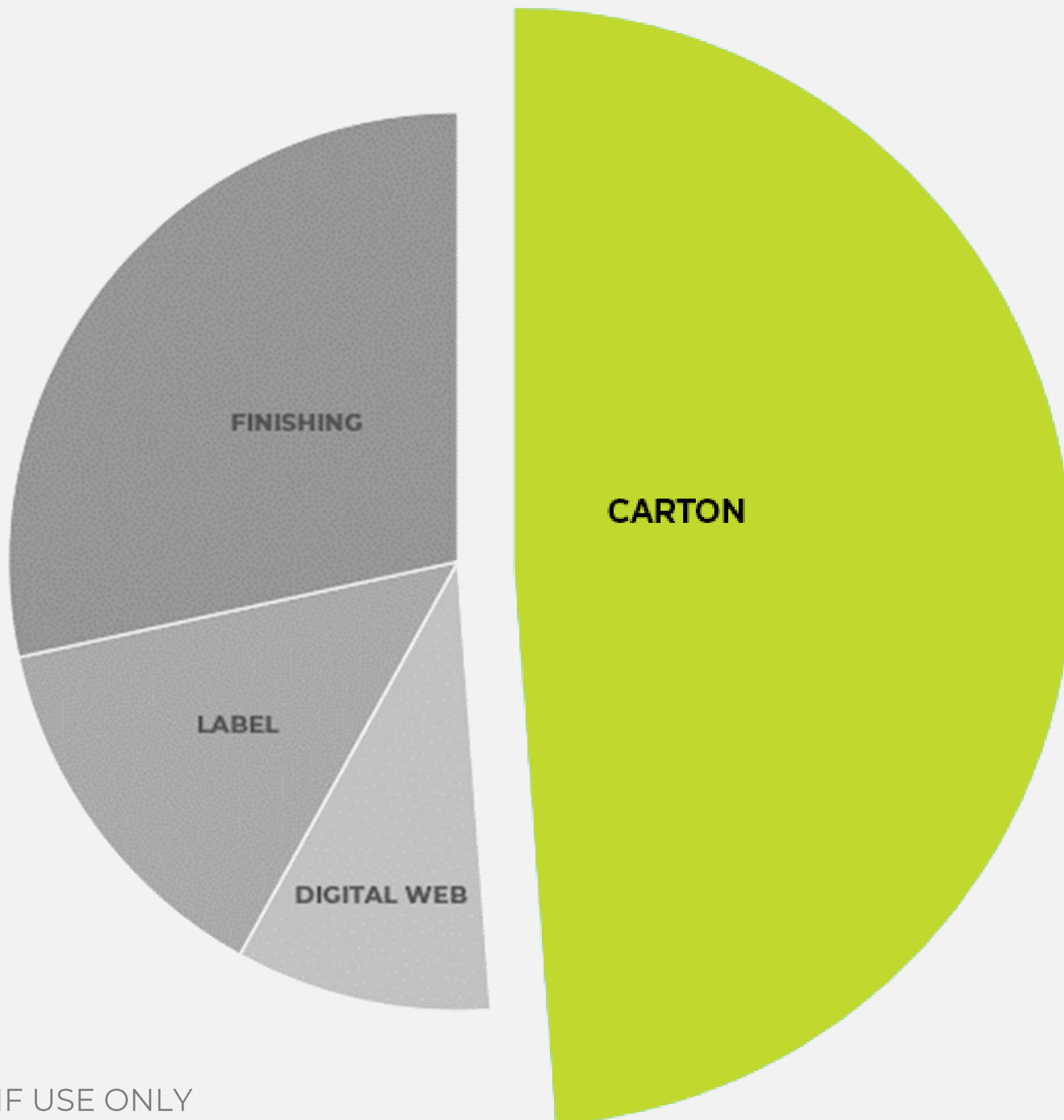


2022





# MACHINERY SPECIFICALLY DESIGNED FOR CARTONS





WHAT WE DO

# SINGLE PASS FLEXOGRAPHIC CARTON PRODUCTION LINE

FL5+FDC600 | FL5+RDC | FL5

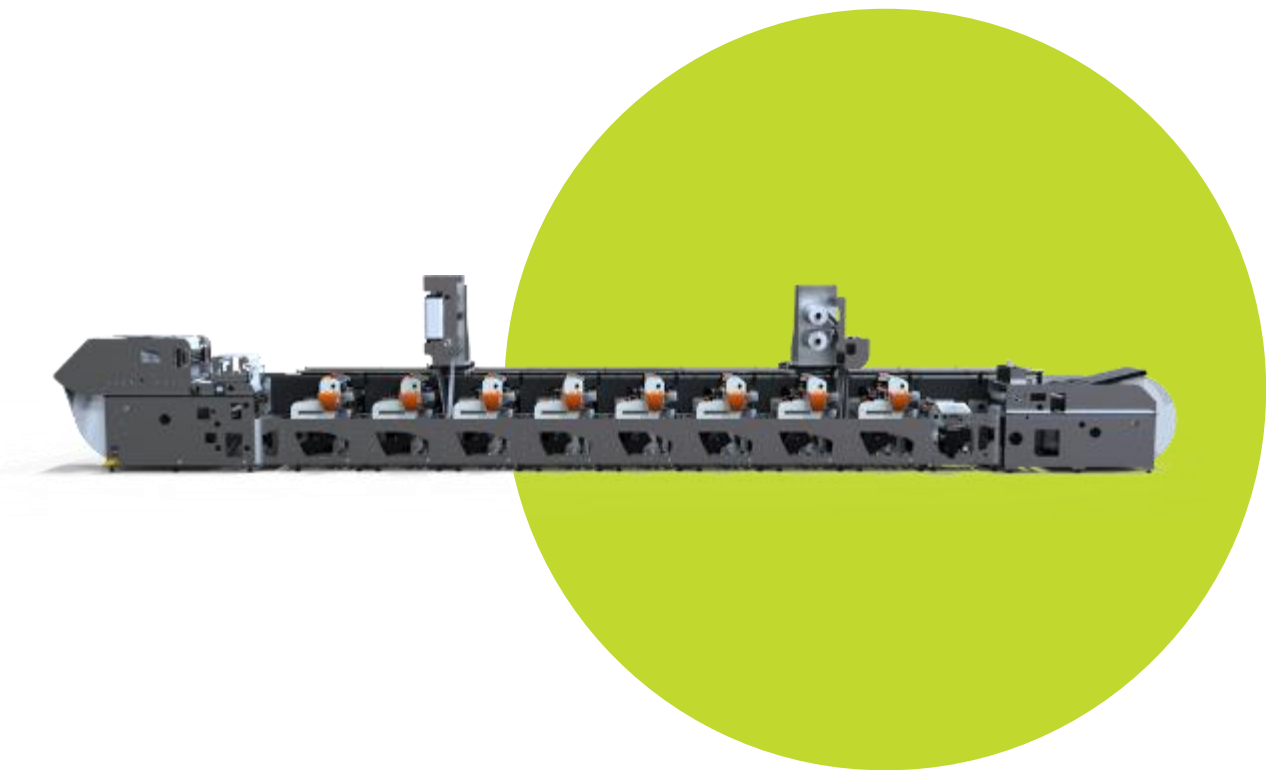
Our FL5 carton production lines have been developed from the ground up and in collaboration with carton printers for the processing of folding box board.

For printer, embellished, sustainable paper based die cut cartons.



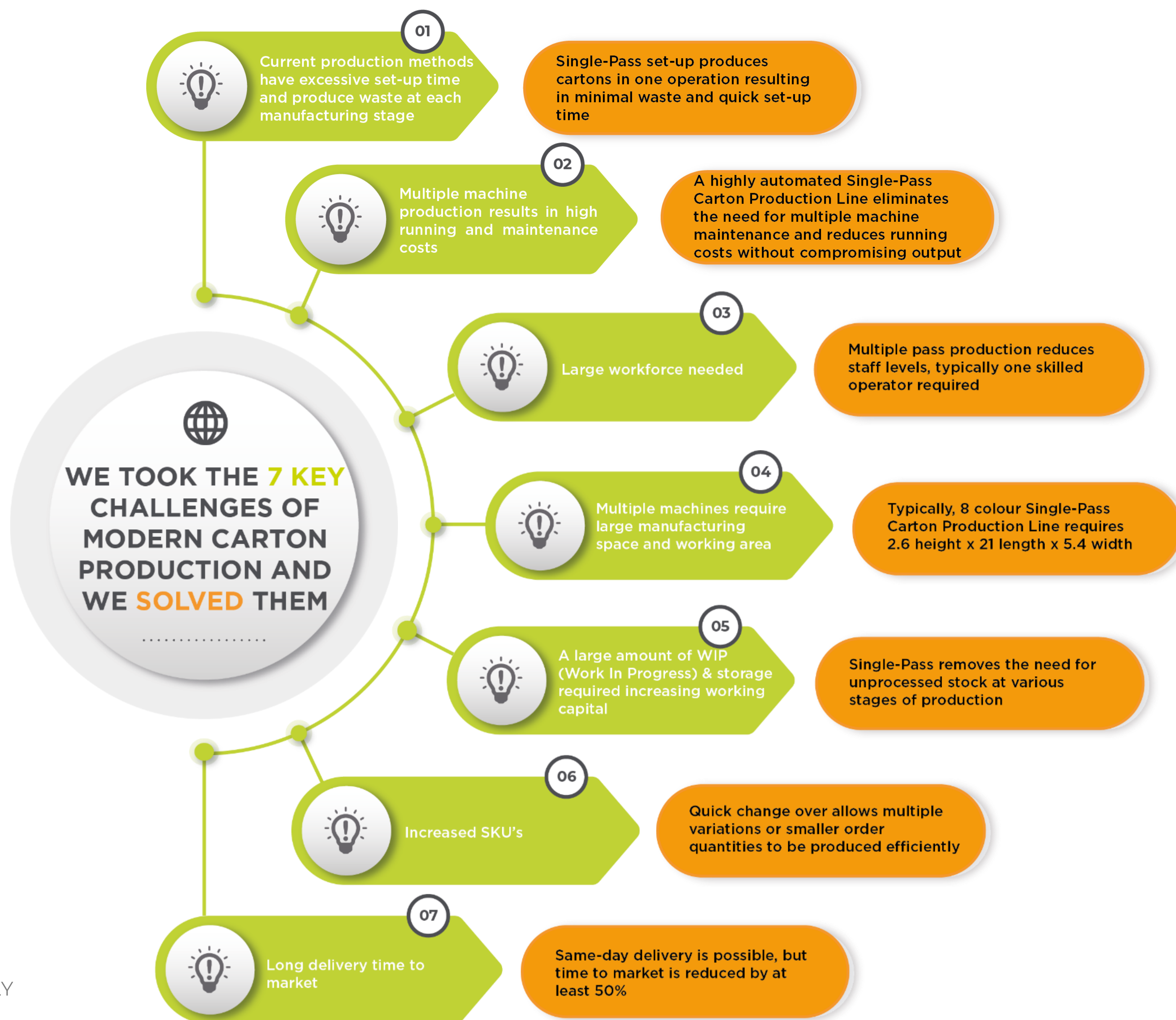


# FL5 TECHNICAL SPECIFICATION



Product	FL5
Web widths (mm/inch)	540mm   21.2"
	600mm   23.6"
	650mm   25.5"
Repeat range (inch)	10 – 28"
	203.2 – 711.2mm
Material range (micron)	12- 700 microns
	0.5 – 28pt
Mechanical Speed (ft/min)	200m/min   660 ft/min









**WE TOOK THE 7 KEY  
CHALLENGES OF  
MODERN CARTON  
PRODUCTION AND  
WE SOLVED THEM**

.....



01



Current production methods have excessive set-up time and produce waste at each manufacturing stage

**Single-Pass set-up produces cartons in one operation resulting in minimal waste and quick set-up time**



02



**Multiple machine  
production results in high  
running and maintenance  
costs**

**A highly automated Single-Pass  
Carton Production Line eliminates  
the need for multiple machine  
maintenance and reduces running  
costs without compromising output**



03



Large workforce needed

**Multiple pass production reduces staff levels, typically one skilled operator required**



04



Multiple machines require large manufacturing space and working area

Typically, 8 colour Single-Pass Carton Production Line requires 2.6 height x 21 length x 5.4 width



05



A large amount of WIP (Work In Progress) & storage required increasing working capital

**Single-Pass removes the need for unprocessed stock at various stages of production**



06



Increased SKU's

**Quick change over allows multiple variations or smaller order quantities to be produced efficiently**

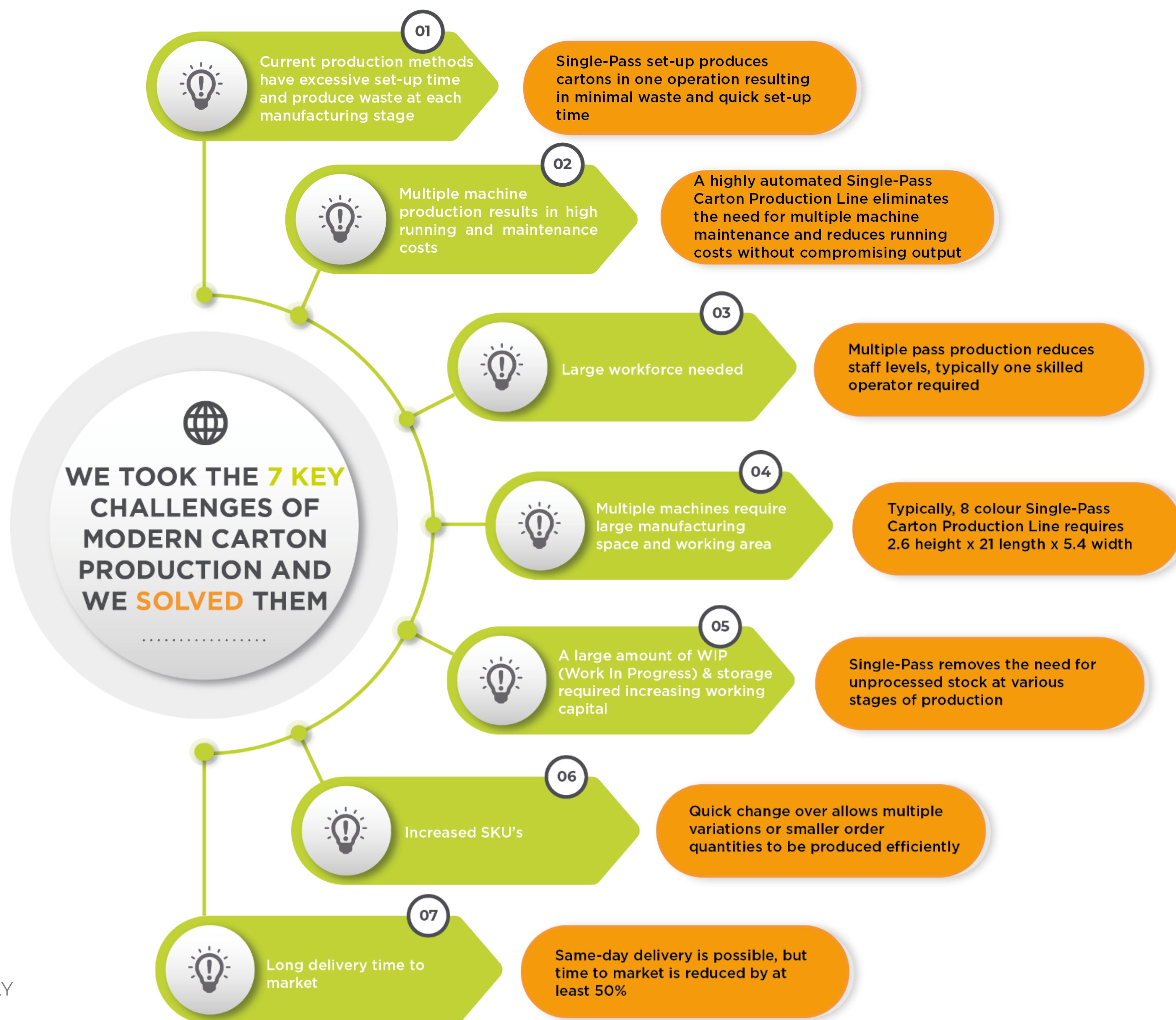




Long delivery time to market

07

**Same-day delivery is possible, but time to market is reduced by at least 50%**





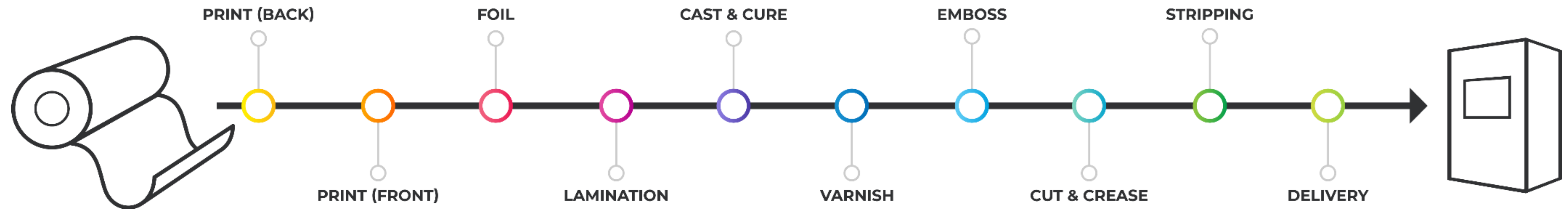
## FROM RAW MATERIAL TO FINISHED CARTON IN 1 MINUTE!

**1**  
**MACHINE**

**1**  
**SKILLED  
OPERATOR**

**1**  
**MINUTE**

**1**  
**PASS**



**SINGLE PASS | 1 SKILLED OPERATOR | 1 MINUTE**



**VS**



**MULTI-PASS SHEET-FED PRODUCTION**





BRITISH MANUFACTURER FOR 75 YEARS

# OUR CREDENTIALS

FOR OVER 75 YEARS WE HAVE OFFERED A SCALE OF CUSTOMISATION UNMATCHED IN THE INDUSTRY

Tailored to your needs, engineered to fit your precise requirements, however niche.



IN-HOUSE SOFTWARE



AFTERCARE & SERVICE



£6M R&D (5 YRS)



IN-HOUSE DESIGN



80% ENGINEERS



APRIL 2022 EDALE ACQUIRED BY

# CANON PRODUCTION PRINTING

## A MEMBER OF THE CANON GROUP

- ✓ CPP are Leaders in digital continuous and sheetfed printers.
- ✓ 2,900 employees.
- ✓ \$1.5bn revenue.
- ✓ Edale remains UK legal entity, branded Edale.
- ✓ Existing management and strategies remain.

### Key Facts Canon Inc:

- ✓ Printing (56%) Imaging (17%) Medical (13%) Industrial (14%)
- ✓ 182,000 employees.
- ✓ \$30bn revenue.
- ✓ Ranked 3<sup>rd</sup> among U.S. patents.





# Cartons

## Pharmaceutical | Cosmetics





Cartons

Food | Beverages

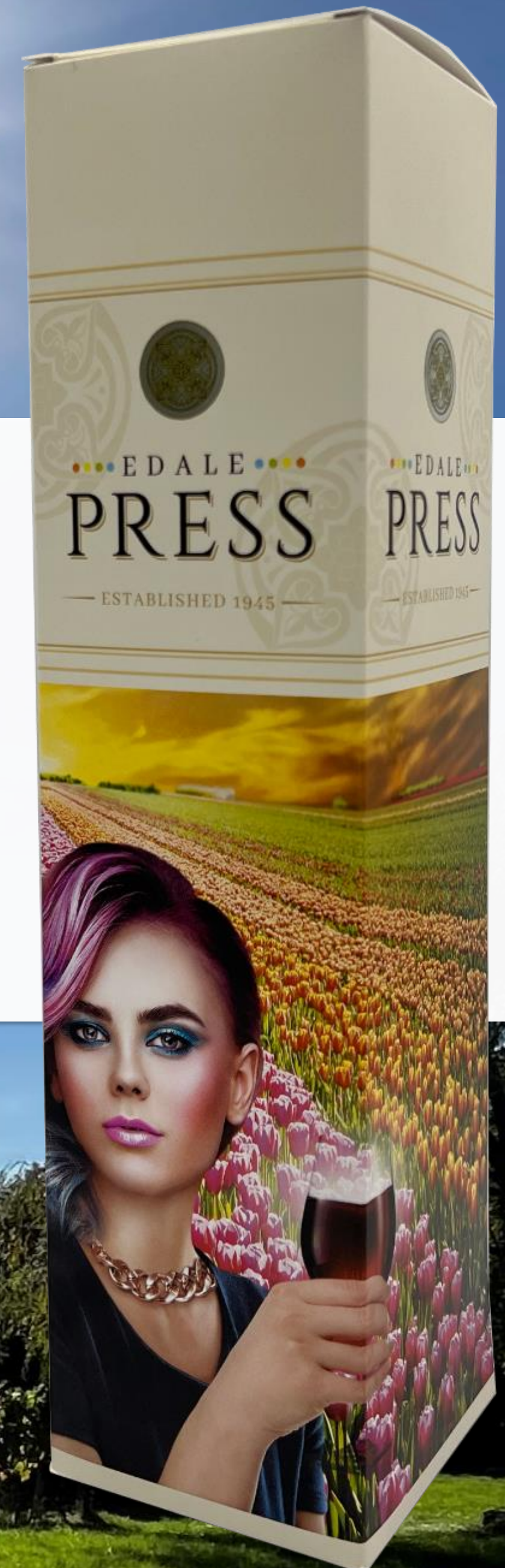




# WIN A BOTTLE OF WINE

For your chance to win a bottle of **Pinot Noir**  
From Titchfield Vineyard in a sheltered location close to  
the warm waters of the Solent on the south coast of England.

Drop your Business card in the bowl and we'll pick one lucky  
**WINNER!**







# edale



## GET IN TOUCH



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FOR INTERNAL BPiF USE ONLY

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